

NOTE FROM COMMISSIONER KISBER:

If you're in business in Tennessee, I hope you'll consider joining me and some of our state's leading exporters for a one week exploration of trade opportunities with Australia. The Australian government is strongly committed to the success of this trade mission and for those companies interested in greater ties to Asian markets, this trip presents an exciting opportunity to make business and cultural contacts with a rapidly growing economic partner.

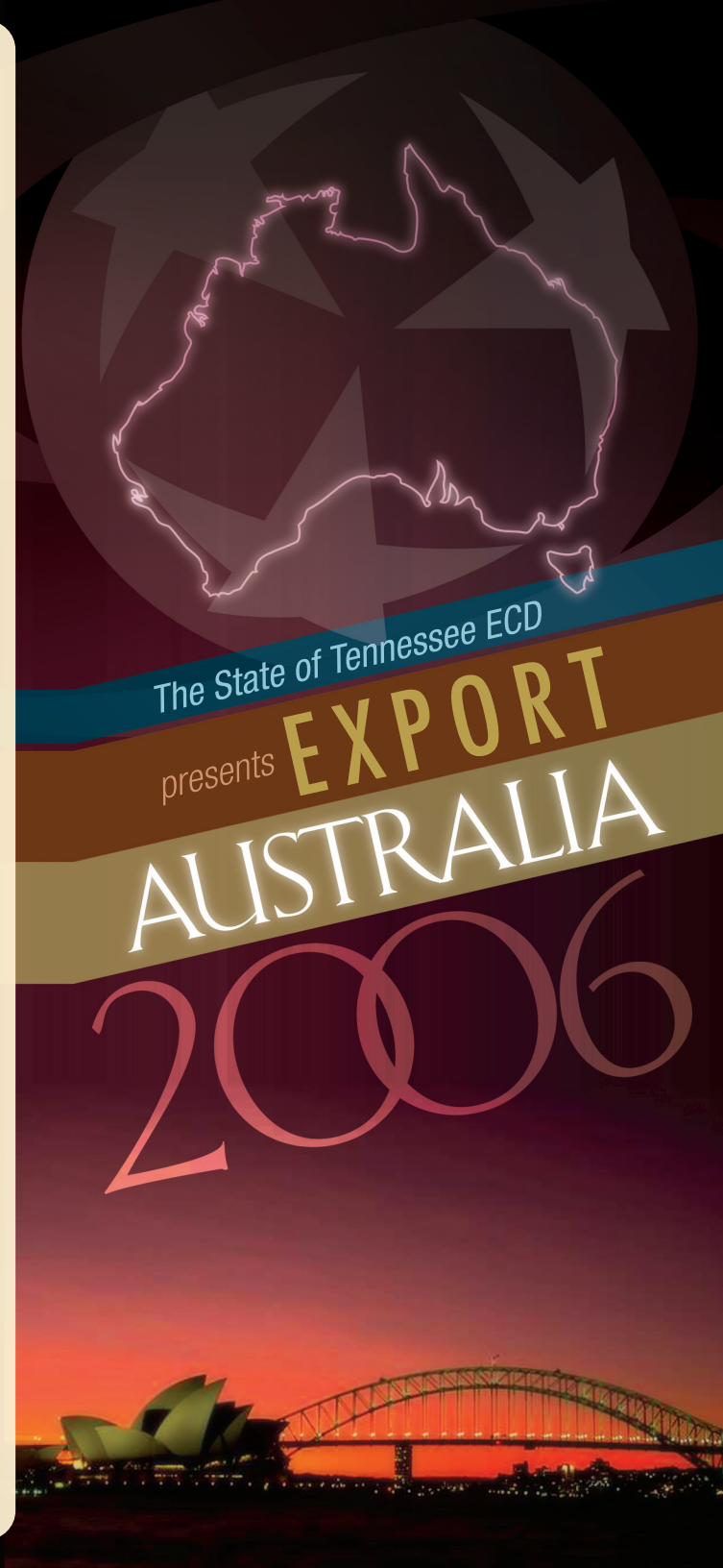
Matthew Kisber, Commissioner

QUESTIONS?

E-mail the Tennessee Department of Economic and Community Development: mark.drury@state.tn.us



Tennessee Department of Economic & Community Development
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Nashville, TN 37243
www.state.tn.us/ecd/export_australia



THE MISSION

In June 2006, Tennessee Economic and Community Development Commissioner Matt Kisber will lead an official delegation of Tennessee business and government representatives to Australia for a week-long trade mission designed to promote Tennessee products in one of the world's fastest growing global markets. The trade mission's official events will take place June 19 - 23, 2006.

ABOUT AUSTRALIA

In 2005, the U.S. Trade Representative signed a Free Trade Agreement with Australia, giving U.S. companies business cost advantages and preferential access to the Australian market over other international competitors. Last year, Australian customers purchased over \$420 million dollars in goods and services from Tennessee companies, making Australia the state's 8th largest trading partner.

For more information on the Australian market, see <http://www.buyusa.gov/australia/en/1.html>

BEST PROSPECTS

According to the U.S. Commercial Service, the best prospects for Tennessee companies seeking to enter the Australian market include, but are not limited to:

aircraft and aircraft parts
automotive parts and accessories
construction machinery
franchising
cosmetics and toiletries
information technology services
medical equipment
mining industry equipment
oil and gas field machinery
pollution control equipment
safety and security goods and services
telecommunications parts and equipment

HOW TO APPLY:

The Department of Economic and Community Development will be seeking the participation of 10 -15 Tennessee businesses in the trade mission. Registration for participation in the trade mission begins immediately with a deadline of April 14, 2006. Space is limited Companies must register online at www.state.tn.gov/ecd./export_australia.

TRADE MISSION SCHEDULE:

The official Tennessee delegation will take part in events in Sydney and Melbourne June 19 - 23.

2006 TRADE MISSION SCHEDULE

Date	Event Name	Location
6/18/06	<ul style="list-style-type: none">• Arrive from Tennessee• Transport to InterContinental Hotel	Sydney
6/19/06	<ul style="list-style-type: none">• Briefing by U.S. Commercial Service and American Chamber of Commerce-Sydney• 1-on-1 business appointments	Sydney
6/20/06	<ul style="list-style-type: none">• 1-on-1 business appointments• VIP reception at the U.S. Consul General's residence	Sydney
6/21/06	<ul style="list-style-type: none">• Post-meeting debrief with U.S. Commercial Service• Flight to Melbourne (approx. 1 hour), bus transportation to and from airport provided.• Check-in Langham Hotel, Melbourne	Sydney / Melbourne
6/22/06	<ul style="list-style-type: none">• Breakfast briefing with U.S. Commercial Service and American Chamber of Commerce-Melbourne• 1-on-1 business appointments	Melbourne
6/23/06	<ul style="list-style-type: none">• 1-on-1 business appointments• Debrief with the U.S. Commercial Service• Closing reception for Tennessee delegation	Melbourne
6/24/06	<ul style="list-style-type: none">• Depart Melbourne for Tennessee	Melbourne / Tennessee

LOGISTICS

Each delegate will be expected to arrange airline transportation for themselves. Australia is served by Quantas, American Airlines and United Airlines. See online travel services or contact your travel agent for best available fares. Quantas Airlines has set up a designated phone line for trade mission reservations. Participants can call 1-800-348-8146 and reference the **Quantas Tennessee Government Group**.

Wednesday, June 21 has been designated as a travel day from Sydney to Melbourne. Bus transportation to and from the airport will be provided.

HOTEL ACCOMODATIONS

ECD has reserved a limited number of hotel rooms for the trade mission at the following hotels:

HOTEL INTERCONTINENTAL

117 Macquarie Street
Sydney, New South Wales
Government rate: \$180/night for two nights (current exchange rate)
Web site: www.sydney.intercontinental.com

LANGHAM HOTEL

1 Southgate Avenue
Melbourne, Victoria
Hotel rate: \$150/night for three nights (current exchange rate)
Web site: www.langhamhotels.com

GOLD KEY BUSINESS MATCHMAKING SERVICE

The U.S. Commercial Service provides business matchmaking appointments for U.S. companies at a fee. Cost can range from \$800 to \$2,000 depending on need. If you are interested in having potential business partners identified, screened and appointments arranged, please indicate your interest on the online registration form. A U.S. Department of Commerce representative will contact you with details and options.